

Expertise in Modern Oracle PartnerNetwork

Differentiate in the Market Through Performance-Based Achievements

Expertise helps partners stand out in the market by showcasing their capabilities in [focused areas](#) – making it easy for customers to identify partners with the right skills and experience to meet their needs. In order to attain Expertise, OPN members must enroll in one of the program [tracks](#) and meet targeted qualifiers that align to their business models in a given regional market – whether they build on, sell, or provide services for Oracle products.

- **Build Expertise:** recognizes partners with commercial applications or solutions validated to integrate with or run on Oracle technology, applications or cloud.
- **Sell Expertise:** recognizes partners who can resell Oracle products and/or cloud services. It is associated with the ability to be granted resell rights for most of Oracle's portfolio.
- **Service Expertise:** recognizes partners with proficiency to implement Oracle products and/or cloud services.

Expertise Qualifier Examples				
Product Area On Premise and/or Cloud	+	Qualifiers Different by Expertise	+	Regional Market Only for Sell and Service
IaaS & PaaS		Certified Professional – Proctored		APAC
		Accredited Professional – Online		• ASEAN • ANZ • China • India
CX		Project Manager		EMEA
		Successful Go Lives		• Africa • CIS • Iberia • Nordics
Industries		Technical Validation		JAPAN
				• Japan
License & Hardware				NAS
				• North America

Partner Resources

Please publish your Expertise on the [Expertise Dashboard](#) to make sure you become searchable by customers on the Oracle [Partner Finder](#). Additionally, ensure you accept your resell rights to become an authorized reseller and also publish your Sell Expertise.

- How to [Publish Your Expertise](#)
- How to [Attain Resell Rights](#)
- Learn more about [Oracle Partner Finder](#)

 Oracle is committed to developing practices and products that help protect the environment

Copyright © 2020, Oracle and/or its affiliates. All rights reserved. Oracle and Java are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners. Intel and Intel Xeon are trademarks or registered trademarks of Intel Corporation. All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC International, Inc. AMD, Opteron, the AMD logo, and the AMD Opteron logo are trademarks or registered trademarks of Advanced Micro Devices. UNIX is a registered trademark of The Open Group. 1019

